



Enterprise Networks

**Connecting Technology Fall 2001
Presentation**

October 27, 2001

Who We Are . . .

GENERAL DYNAMICS
Strength on Your Side™



Aerospace



***Combat
Systems***



***Marine
Systems***



***Information Systems
and Technology***

Network Systems

DESIGN

- Network System Design
- Implementation Planning
- Site Selection-Survey
- RF Engineering
- Hardware Selection

BUILD

- Construction Management
- Fiber / Cable Installation
- Premise Wiring
- Equipment Installation
- Network Cut-over

OPERATE

- Logistics Support Management
- Field Technical Services
- Network Operation Services
- Network Management Services



Wireline Infrastructure



Wireless Infrastructure



**Logistics and Operations
Support Services**



**Submarine
Infrastructure**

Enterprise Networks



World Class Network Infrastructure Systems Integration & Support Services
DoD — Civil — International — Commercial

GENERAL DYNAMICS

Network Systems

Services

Full Turn-key System Capability

- Outside Plant
- Inside Plant
- Data Networks
- Voice Switching
- Operations and Maintenance

Wireline

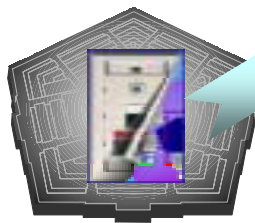
Network Infrastructure



Strategy and Markets

- **DOD / Federal Enterprise Infrastructure**

- Base, Post, Camp, Station
- Turnkey Network solutions
 - Voice
 - Data
 - Video
- Operations & Maintenance



International



Service Providers



Large Business



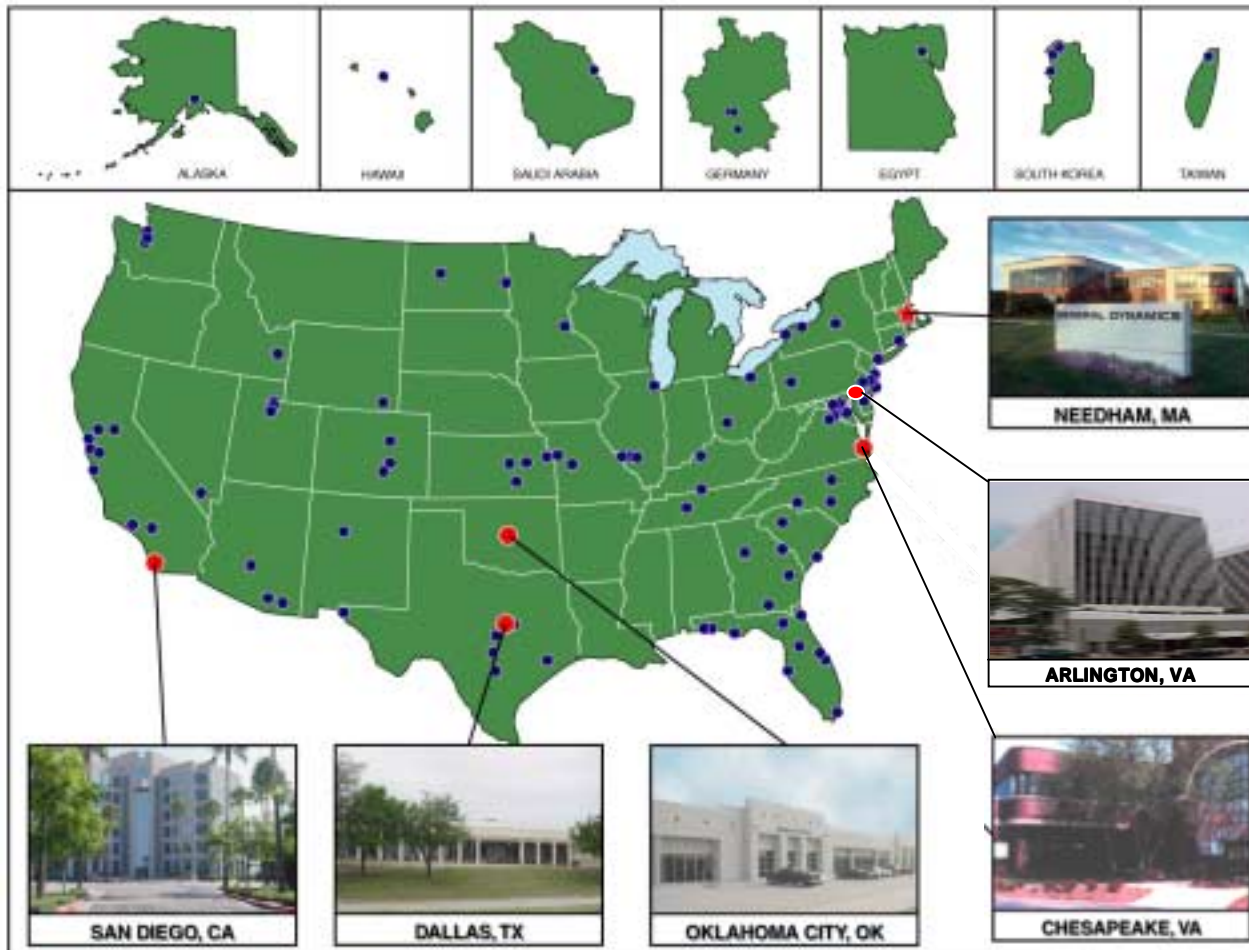
Small Business / Academia

- **Commercial Service Providers**

- Local
- IXC
- OEMs

- **Commercial Enterprise**

Locations



83000-882401

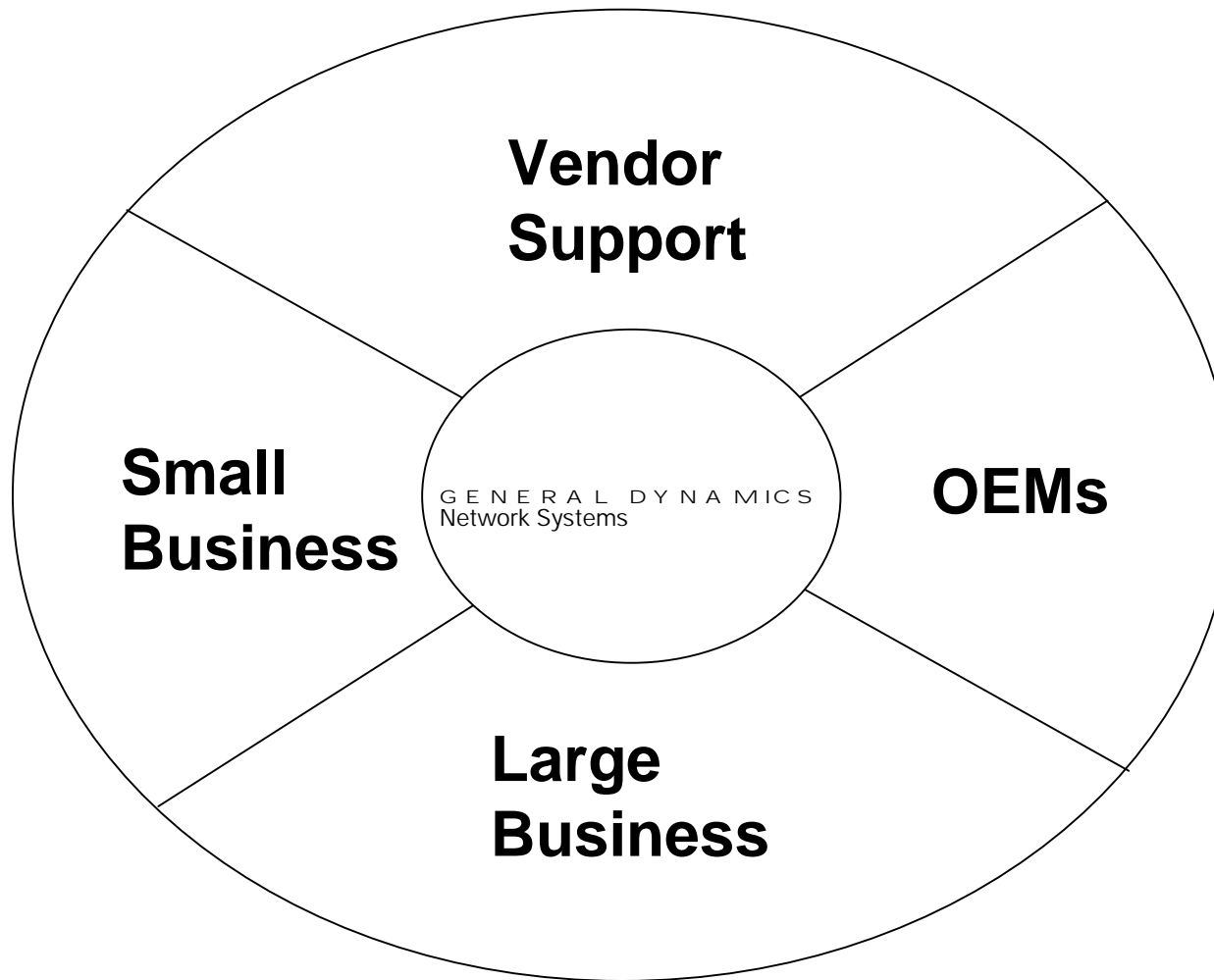
Customers at a Glance



GENUITY



Business Relationships



- Nortel
- CISCO
- Marconi
- Enterasys
- Extreme
- Foundry
- Juniper
- ...



Service Descriptions

- **Outside Plant**
- **Inside Plant**
- **Data Networks**
- **Voice Switching**
- **Operations and Maintenance**

Outside Plant Services



- **Program Management**
- **On-Site Project Management**
- **Engineering and Design**
 - Site Survey
 - Records Validation
 - Proof-of-Solution
- **Construction Services**
 - Cable Installation
 - Directional Boring
 - Splicing/Termination
 - Manholes/Vaults
 - Conduit
- **Site Preparation**
- **Testing, Cutover and Warranty**

Inside Plant



- **Program Management**
- **Engineering and Design**
- **Complex Structured Wiring**
 - Copper Cable
 - Fiber Optic Cable
 - Coaxial Cable
 - Conduit Installation
- **Tenant Improvements & Shelter POPs**
- **Data Center Installation & Turn-up**
- **Power System Installation and upgrades**
- **Testing, Cutover and Warranty**

Data Network Services



- **Data Network Engineering**
 - Detailed Designs
 - Equipment Evaluation/Selection
 - Network Monitoring Systems
 - Security
- **Networks and Applications**
 - ATM, GiGE, VoIP
- **Systems Integration**
 - Staging
 - System Burn-in
 - System Configuration
 - Hands-On Training
 - Load/System Testing
- **Field Deployment**
- **Testing, Cutover and Warranty**

Voice Switching



- **Global, full service provider of Voice Switching**

- Site Survey
- System Requirements
- Network Design
- Transition Planning
- Engineer and Furnish
- Upgrades/Expansions
- Training
- Install/Test
- Cutover
- Logistics Support

- **Complete System Functionality**

- VoIP
- ISDN
- ADSL
- Telephone Management Systems
- Centralized Attendant Services (CAS)
- Automated Call Distribution (ACD)
- Video Teleconferencing (VTC)
- ATM/Frame Relay
- Ethernet Interface

Operations and Maintenance



- **Global Logistics Support in-place**
 - Return & Repair
 - 7X24 Operations
 - Remote Diagnostics
 - Emergency Technical Assistance
 - Remote Diagnostics
 - Maintenance Contracts
 - Dispatch for on-site repairs
 - Emergency Replacements overnight
 - Training (factory or on-site)
- **Certified Technicians**
- **Remote System Monitoring for “lights out” operations**
- **Outsourcing of total or partial communications O&M**

Summary

- Experienced Infrastructure Provider
- Full Turn-key Capability - Worldwide
- Preferred Service Provider
- Strategic Alliances with Key Partners
- Financially Stable
- Stable Workforce
- Commitment to Quality - ISO 9001
- Focused on our customers' success

Quality Performance – Team Work – Customer Satisfaction